

WAIS Inc.

Wide Area Information Servers™

Publishing Systems and Services

Wide Area Information Servers, Inc
Spring, 1994

Spring '94

Internet Applications

- Games
- EDI
- Shopping and Commerce
- Raw transport (X.25 replacement)
- Publishing

Network Publishing Benefits vs. CD ROM

- **Continuous updates**
- **No 600 meg size limits**
- **Interact with other distributed services**
- **No pre-consumption cost of printing and distributing**
- **Publisher keeps usage statistics**

Network Publishing Benefits vs. Traditional Online Services

- **One service has access to multiple markets**
 - AOL, Delphi Internet gateways
 - LAN distribution
 - Cable systems
 - International markets
- **Publisher sets their own terms**
- **Publisher gets greater % of revenue**

WAIS Inc: Network Publishing

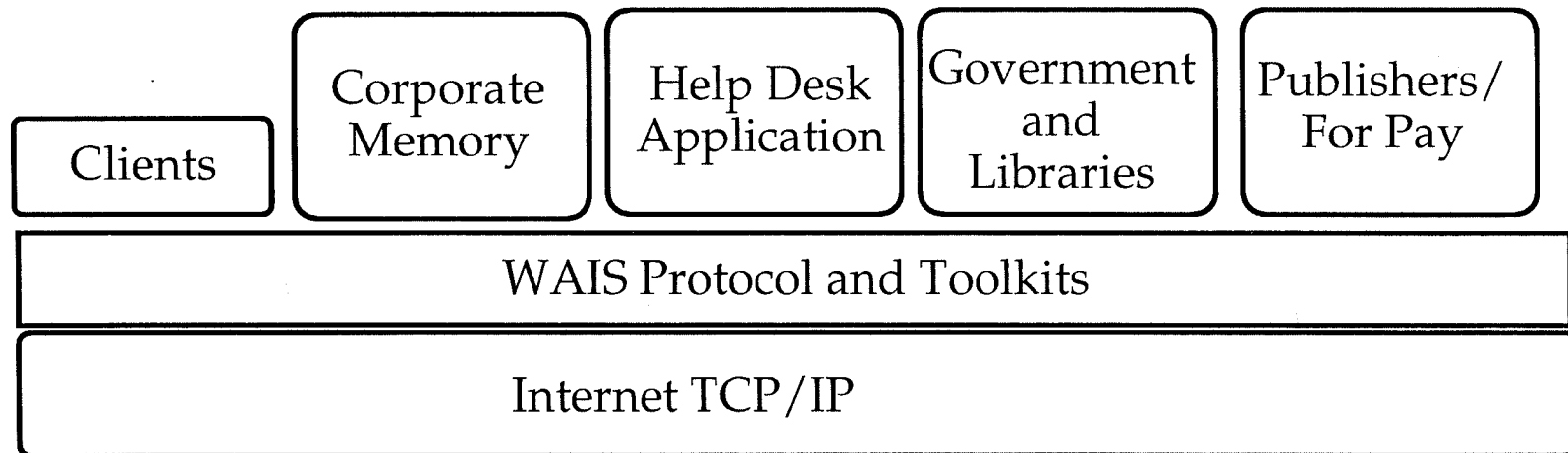
- **Founded June 1992 from 1990 Consortium of Apple / Thinking Machines / DowJones / KPMG**
- **Technology: 2 Founders from Supercomputing**
- **Internet: Experience in Building an Internet System**
- **Publishing: 2 Founders from Publishing**

WAIS Inc Customers and Partners

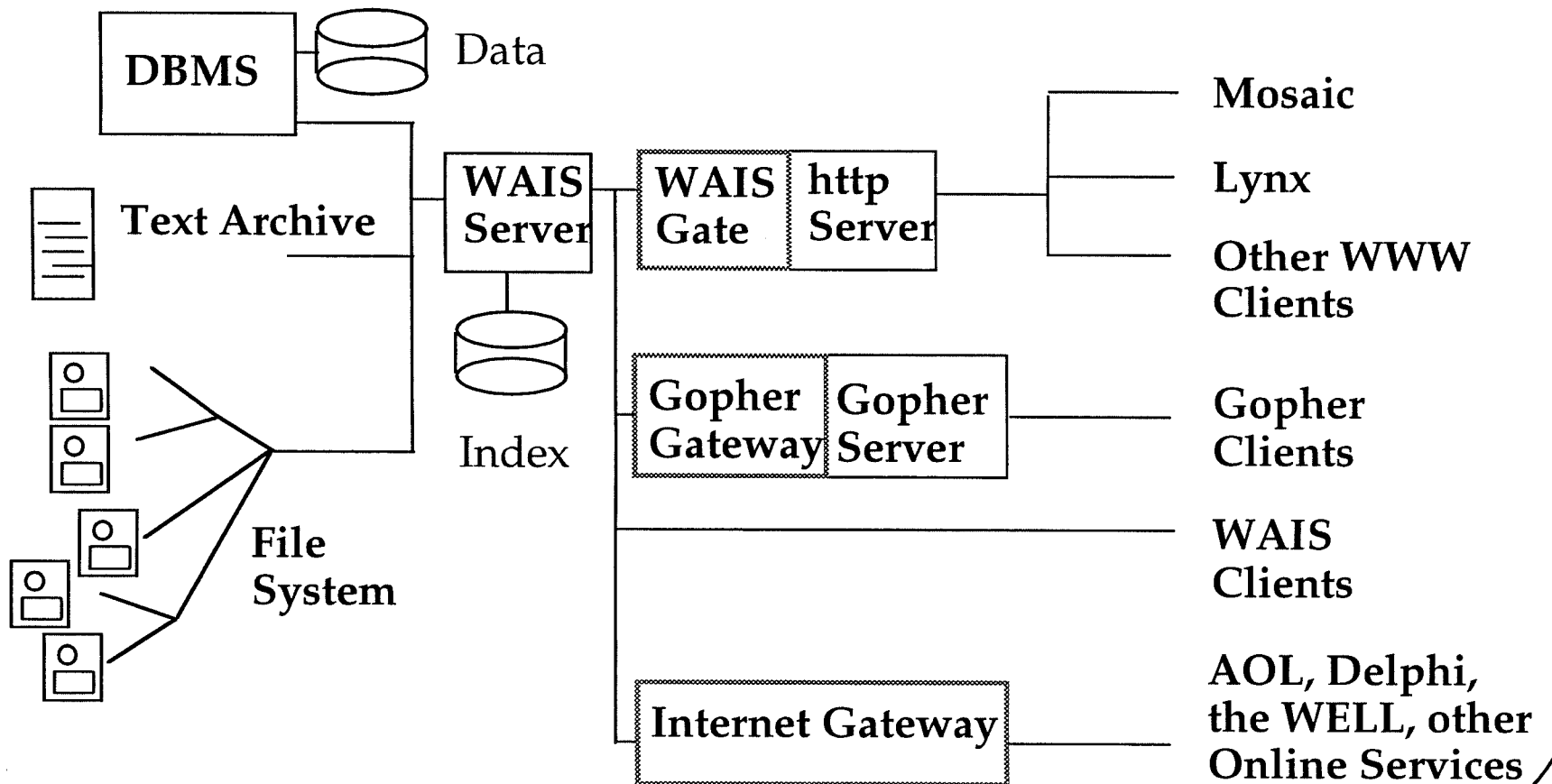
- **Large Corporations**
 - Fujitsu, Intel
 - Perot Systems, Mitre
- **Publishers**
 - Dow Jones, Encyclopedia Britannica, Scholastic Inc, WestLAW
 - Sun Microsystems, Novell
- **Government**
 - NASA, Defense, Intelligence, GPO
- **Libraries**
 - Library of Congress, Rice University

WAIS Inc. Position

- **WAIS Inc. Brings:**
 - Application Protocols
 - Database Server Technology
 - Wide Area Network Expertise
- **Work with Industry Partners**

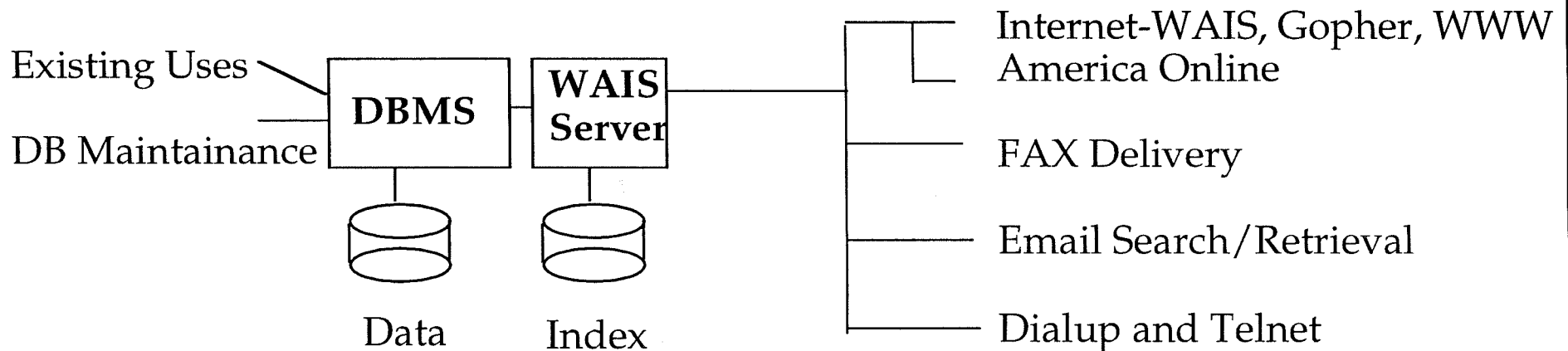


Where the WAIS Server Fits



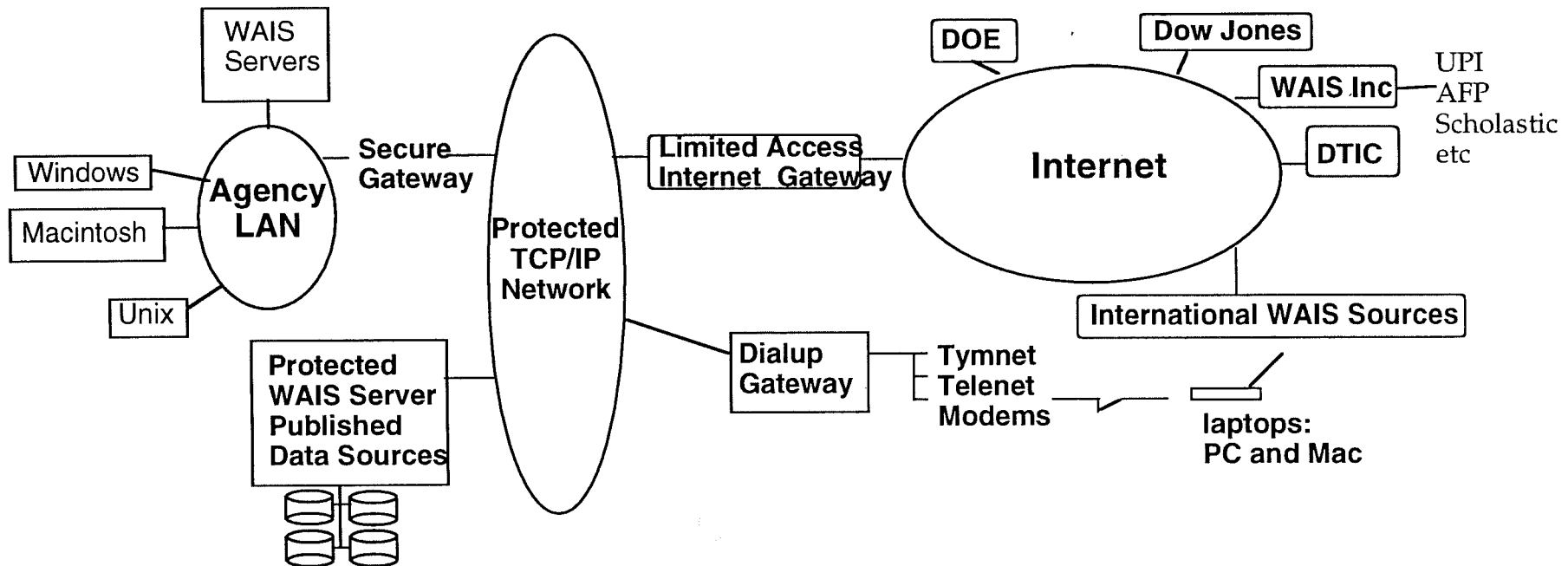
Some WAIS Systems

Defense Technical Information Center WAIS System

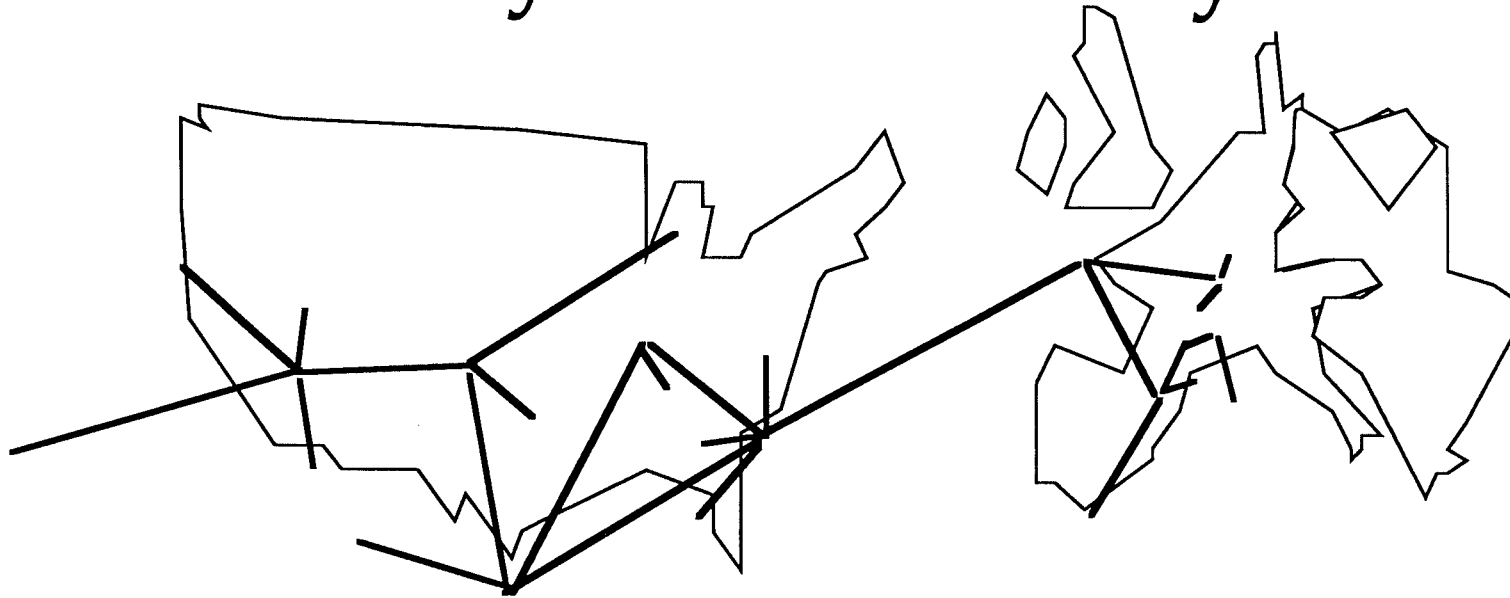


- **Project Just Starting (due within 1 year)**
- **Increased access to Databases and Documents**

US Intelligence Agencies Open Source WAIS System



Perot Systems WAIS System



- **Corporate Information**
 - Resumes, Company Policies, Presentations, Contracts, Proposals, Phone book
- **Published Info**
 - CDROM's, Internet resources

How to contact WAIS Inc.

- Mosaic access: <http://www.wais.com>
- anonymous ftp access: <ftp.wais.com>
- Email for information: info@wais.com
- Phone: (415) 617-0444